

Message Text

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PAGE 01 KARACH 01278 250711Z

11

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

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P 250535Z JUN 75

FM AMCONSUL KARACHI

TO SECSTATE WASHDC PRIORITY 8968

INFO AMEMBASSY ISLAMABAD PRIORITY

LIMITED OFFICIAL USE KARACHI 1278

E. O. 11652: N/A

TAGS: BEXP, PK

SUBJECT: CHEMTEX/DUPONT PROPOSAL FOR POLYESTER PLANT

REF: A) STATE 145860 B) KARACHI 1176 C) ISLAMABAD 5679

1. CHEMTEX REPS DAVIS AND TONNIES HAVE BOTH RETURNED TO KARACHI AND HAVE HAD EXTENSIVE AND USDNUL DISCUSSIONS WITH FCCC OFFICIALS AND WITH A. DURRANI OF BIM.

2. PICTURE AS NOW EMERGING INDICATES ICI WAS EITHER UNREADY OR UNWILLING TO SUBMIT FULL BID ON JUNE 23 AS REQUESTED BY FCCC. DURRANI TOLD DPO ON JUNE 22 HE HAD JUST BEEN INFORMED BY LOCAL ICI OFFICIAL THAT LONDON REPS COULD NOT ARRIVE HERE ON JUNE 23 AS REQUESTED BUT WOULD COME OUT JUNE 30. DAVIS NOW REPORTS LOCAL ICI OFFICIALS SUBMITTED PARTIAL BID ON STAPLE FIBER PART OF PROJECT ON JUNE 23. REMAINDER OF BID WILL BE BROUGHT OUT FROM LONDON ON JUNE 30. DURRANI AND FCCC FURTHER DISILLUSIONED BY UNRELIABILITY AND WHAT THEY CONSIDER STALLING TACTICS OF ICI.

3. CONTRARY TO TENTATIVE INFO CONTAINED REF B, TORAY REPS HAVE NOW RETURNED TO KARACHI AND ARE NEGOTIATING WITH FCCC. LURGI-INVENTA REPS WILL ARRIVE KARACHI JUNE 30 ALONG WITH ICI AND APPARENTLY HOLD SIMULTANEOUS (THOUGH NOT JOINT) NEGOTIATIONS WITH FCCC OFFICIALS.

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4. COMMENT: DESPITE LAST-MINUTE ALTERATIONS IN

SCHEDULE AND OTHER UNCERTAINTIES CHEMTEX REPS HERE
STILL BELIEVE THEIR POSITION STRONG AND THAT CHEMTEX
CHANCES REMAIN GOOD. IN ORDER COUNTER WHAT FCCC
OFFICIALS BELIEVE TO BE NEFARIOUS INFLUENCE OF ICI IN
ISLAMABAD, BID EVALUATION COMMITTEE MEMBER DR.
CHAUDHRY HAS EVEN PRESENTED TO DAVIS CONFIDENTIALLY
A LIST OF ADVANTAGES HE SEES IN CHEMTEX/DUPONT OFFER
FOR USE IN NEGOTIATING SESSIONS. CHEMTEX REPS HERE
GRATEFUL FOR HIGH LEVEL SUPPORT FROM EMBASSY DESCRIBED
REF C.
TIGER

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NNN

Message Attributes

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Margaret P. Grafeld
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06 JUL 2006

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